



Independent Senior Sales Director Karen Cole

Cole's Comets

August Results & Recognition - September, 2013

"let's talk" party!

Now you can talk on your mobile phone!

Let's Talk, Mary Kay's social site, has gone mobile and you can now "talk" with your sister sales force members while on the go!



SEMINAR GOALS

- ◆ 650,000 unit trip
- ◆ 5 directors, 5 car drivers
- ◆ 10 new red jackets
- ◆ 15 new recruits a month

Wholesale Queen



Sharon Mikolaichik
\$606.50

Sharing Queen



Trina M. Morales

Lessons for Life

Independent Senior National Sales Director Debi Moore offers these lessons for getting what you want out of life, including your Mary Kay career.

1. **Hang with the winners and big thinkers.** Listen to the people who are in the positions you want to be in. Hitch your wagon to a star! Learn how to think big from those who do. Feed off their knowledge, inspiration and experience. Don't fall prey to negative thinkers.
2. **Have a dream.** Make sure that dream is one that wakes you up in the middle of the night and rocks you out of bed in the morning. Having a dream will help you stay focused and visualize your success. What you visualize, you believe and can begin to achieve.
3. **Set a daily goal.** Map out a plan of attack. You need to have at least one career goal that you work toward every day. You must give this business some time if you want to experience the rewards at the end of the rainbow.
4. **Share your goal with someone who can support you in achieving it.** Hook into a power source - your Independent Sales Director or Independent Senior Sales Director. She wants your success and can teach you how to achieve it. Attend events that support you in your pursuit, especially unit meetings. You'll find all the keys you need to succeed at these meetings.
5. **Don't compare yourself to anybody else.** Be a first-class you, not a second-class someone else. You have the ability to achieve greatness. This career can help you develop that potential. Learn to work at your own pace and with your own style.
6. **Feed your mind every day.** Read, watch or listen to something positive. Develop a library of materials from women in Mary Kay who are making it happen. There is no one better to learn from than the person doing it right now. Surround yourself daily with messages that rekindle your excitement about this career opportunity. Practice accepting the keys to your new career car, waving to the crowd as you descend the stairs at Seminar, or debuting as an Independent National Sales Director.
7. **Realize that if it is to happen, it's up to you!** You are the captain of your ship. Take control of it. It's your future. Don't depend on others to do the work for you. Make it happen now! Your actions will inspire others to follow your lead. Make sure they are the right ones.
8. **Enjoy the journey this career will provide.** Most people live their lives working for retirement - and then aren't alive or healthy enough to enjoy it. We can only count on today. Make the most of it! We have the perfect career opportunity. Don't let anyone or anything hold you back from having it all! What you do today will decide your tomorrow.

I believe in you—I believe in us!

Karen

Career Path:

DIRECTOR

Rewards ~

- ◆ 4-13% Personal Team Commissions
- ◆ 9-13% Unit Commissions
- ◆ Unlimited Unit Bonuses
- ◆ \$500 Unit Building Bonus
- ◆ Team Building Bonus \$100 per
- ◆ Eligible to wear Director's Suit
- ◆ Eligible to drive Premier Club Car or Pink Cadillac
- ◆ Eligible to attend Leadership Conference
- ◆ Special Gifts, Recognition, Prizes & Travel

DIO

10+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf & Black Blouse with Red Jacket attire

FUTURE DIRECTOR

8+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf

TEAM LEADER

5-7 Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Team Leader Pin Enhancer
- ◆ Eligible to go On-Target for Car

STAR TEAM BUILDER

3-4 Active Team Members

Rewards ~

- ◆ 4% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Star Team Builder Pin Enhancer
- ◆ Eligible to wear Red Jacket
- ◆ \$50 Rebate on Red Jacket

Look Who's Moving Up!

Standings are updated as of August 31st —
this will not reflect September orders or new team members.

Star Team Builders

Recruiter :Paige Fleming
Liana P. Bickerstaff
Cara M. Mosier
Larissa N. Robinson
* Kelly Dean
* Oleanthean D Fleming

Recruiter :Nilsa C. Hartwell
Donna Bellefontaine
Anne M. Long
Luz A. Zuluaga
* Ronette Lounds
* Providencia Santos

Recruiter :Crystal A. Schaefer
Cindy A. Miller
Heather B. Schaefer
Chris M. Toenjes
* Erin L. Gooch
* Wendy K. Roe
* Katherine A. Thomas

Recruiter :Audrey Snellenberger
Theresa M. Crouse
Donna E. Frederick
LaWanda Karaca
Crystal A. Schaefer
* Nalini S. Prashad

Senior Consultants

Recruiter :Karen J. Burshnick
Teresa M. Stonelake

Recruiter :Susan R. Csencsits
Helen A. Holden

Recruiter :Sandy Desimone
Louise Flaugh
* Cathy Bristow
* Lauren Ruby

Recruiter :Elizabeth Funk
Wanda A. Anderson
Josette C. DiBlasio
* Inez Gregory
* Rebekah E. Hamilton
* Angel Irwin
* Michelle D. Jordan
* Amy S. Rivers

Recruiter :Wanda J. Gildig
Collette M. Kehrer

Recruiter :Summer L. Kirby
Katherine M. Kennedy
Sara Kennedy
* Shenika N. Johnson

Recruiter :Jayne B. Lewis
Karen J. Burshnick
Lisa M. Duncan

Recruiter :Trina M. Morales
Stephanie Cano
Carolyne W. Maina
* Trafina R. Coleman
* Robin E. Crain
* Alexandra R. Cummins
* Chelsea A. Dain
* Idalia DeJesus
* Katrena B. Flores
* Kelly A. Fritsch
* Tukeisha D. Hall
* Crystal M. Hernandez
* Stefanie A. Johnson
* Brandelyn Miller
* Tracy B. Moore
* Chantal M. Reeves
* Kalila J. Yancy

Recruiter :Debra A. Richmond
Jill V. Boyer
Camille R. Harper
* M L. Diles

Recruiter :Amy L. Sandifer
Patti A. Selby

Recruiter :Patti A. Selby
Beth A. Kimlick
Judith A. Pastusek

Recruiter :Amy T. Smith
Summer L. Kirby
* Angela L. Carter

Recruiter :Nancy M. Stark
Amy L. Sandifer

Recruiter :Bea Stebing
Sonia Brincefield
* Bonnie J. Stebing

Recruiter :Anna B. Whittaker
Beth E. Clark

ARE YOU READY TO MOVE UP??

** To become ACTIVE you must place a \$200 wholesale order.*





Here We Grow Again!

Welcome New Business Owners!

(These new unit members signed Consultant agreements August 1-31.)

New Consultant
 Stephanie A. Baker
 Amanda Custer
 Debra A. Davis
 Kelly A. Fritsch
 Debbie McBroom
 Sharon Mikolaichik
 Angela Smith

From
 WHITE MARSH, MD
 ALBION, IN
 PERRY HALL, MD
 ORLANDO, FL
 INDIANAPOLIS, IN
 FALLSTON, MD
 SPARROWS POINT, MD

Sponsored by
 K. Cole
 K. Cole
 K. Cole
 T. Morales
 K. Cole
 K. Cole
 K. Cole

Welcome Aboard!!!

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level	
Karen Cole	\$224.92
4% Recruiter Commission Level	
A. Snellenberger	\$40.04
Jayne B. Lewis	\$26.11
Trina M. Morales	\$16.81
Susan R. Csencsits	\$16.14
Summer L. Kirby	\$13.95
Nancy M. Stark	\$11.96
Crystal A. Schaefer	\$11.14
Patti A. Selby	\$9.36
Wanda J. Gildig	\$8.50
Karen J. Burshnick	\$8.20
Amy T. Smith	\$8.20
Bea Stebing	\$8.10
Amy L. Sandifer	\$2.82



Team Building Tip of the Month!

Team Building Appointments:

From LearnMK on InTouch

To lead a team-building conversation with your new team member on how to conduct one-on-one teambuilding appointments:

- ◆ Encourage her to add the personal touch.
- ◆ Encourage her to keep the appointment focused on identifying any needs the woman has in her life and sharing how a Mary Kay business can fulfill those needs. The following outline might be helpful:
 1. First, welcome the prospective team member and explain what you'll be covering.
 2. Ask the prospective team member about herself.
 3. Tell the prospective team member about yourself and passionately share your I-story.
 4. Tell the prospective team member about the Company.
 5. Tell the prospective team member about the Mary Kay business opportunity and how it has enriched your life.

Bundle Up for the Holidays!



Can you believe it? The holiday season is almost here. But don't worry -- Mary Kay's got you covered with some fantastic gifting ideas for you and your customers. Use the holiday gift bundles to help your customers avoid the crowds and take some of the guesswork out of the gift-giving season. Your customers will love "bundling up" for the holidays with these fantastic gifting options and best of all, they'll enjoy the convenience of shopping with you! Check out all of the holiday bundles at MaryKayInTouch.com.



Holiday Action Plan!

OCTOBER

1. Set your goal for holiday sales & team building. Dream BIG!
2. Make a list of 15-25 businesses & people you do business with; contact them about your gift-buying services!
3. Talk to ALL your customers about helping them with their gift-buying needs. Let them see how you can help them! Show them how shopping **NOW** will offer them the best choices and prevent some of the hassles of their holiday time!
4. Book 6-8 Holiday Coffees. (These are fabulous, fun & profitable!)
5. Have **every customer** fill out a Holiday Wish List so you can follow up with their "Santa" in Nov. & Dec.
6. Offer a variety of classes—skin care, glamour, body care, coffees, etc. Begin to talk to **everyone** about preparing for the holidays!
7. **RECRUIT!** Build your team in October so they can take benefit from holiday sales & tax benefits!

NOVEMBER

1. **Follow-up** with all business contacts & leads. Be sharp and get out of your comfort zone.
2. Continue to book (& hold) shopping coffees, skin care, glamour & body care classes.
3. Continue having each customer fill out a Holiday Wish List.
4. Begin talking to the men you have contact with—work, church, friends, etc.
5. Begin following up with Holiday Wish Lists. (They may not be ready to buy—but you are at least making your service known!)
6. Service all of your reorder customers for their personal & holiday needs. Offer pre-party glamour clinics.
7. **RECRUIT!** What a great time to begin a business—your own shopping at COST, provide service for those you know & prepare for an exciting new year of opportunity!

DECEMBER

1. Follow up on all husbands & men! They are beginning to think!!! Carry a "12 Days" in your trunk so you can show it to men you meet while you're out! (They have moms & assistants, too!)
2. Follow up on all Holiday Wish Lists. Think of the service you're providing, instead of how it benefits you — and it becomes easier!
3. Book 4-6 shopping coffees.
4. Book skin care & glamour appointments. (Help them prepare for parties & family gatherings.)
5. Talk to men, moms and kids about **12 Days of Christmas** gifts! They all love it, and you can put together a set for anyone!
6. Have gifts wrapped with you at all times - in your car - in a basket that you carry - at all appointments & reorders.
7. Help people remember stocking stuffers & last-minute gifts!
8. **RECRUIT!!** Still time to get gifts at cost, take advantage of the tax benefits & prepare for an exciting new year of opportunity! (And if you're selling & making \$...why wouldn't they want to?)
9. Challenge yourself to GO AHEAD and book 20-30 faces for January!



We Invested in Product in August!

Sharon L Mikolaichik	\$606.50	Stephanie Cano	\$215.25
Jayne B. Lewis	\$558.50	Collette M. Kehrer	\$212.50
Amy T. Smith	\$521.75	Louise Flaugh	\$212.00
Joyce R. Stone	\$494.00	Heather B. Schaefer	\$210.50
Crystal A. Schaefer	\$486.00	Donna E. Frederick	\$205.50
Janet T. Middendorf	\$451.00	Teresa M. Stonelake	\$205.00
Karen J. Burshnick	\$449.50	Summer L. Kirby	\$205.00
Lisa M. Fournie	\$434.75	Carolyn W. Maina	\$205.00
Helen A. Holden	\$403.50	Lisa M. Duncan	\$203.25
Trina M. Morales	\$389.00	Camille R. Harper	\$203.00
Sharon G. Kehn	\$383.00	Sonia Brincefield	\$202.50
Rhonna Novy	\$380.00	Paige Fleming	\$190.00
Mary H. Baggett	\$352.00	Monica A. Wilson	\$175.50
Katherine M. Kennedy	\$348.75	Elizabeth Funk	\$175.00
Tammy R. Campbell	\$341.75	Theresa M. Crouse	\$92.00
Mitzi Morton	\$316.00	Helen T. Stevens	\$88.50
Amy L. Sandifer	\$299.00	Bea Stebing	\$79.00
A. Snellenberger	\$267.00	Patti A. Selby	\$70.50
Amanda K. Brinkley	\$261.50	Carrie Voges	\$68.00
Judith A. Pastusek	\$234.00	Joanna V. Irvin	\$42.00
Penny Clark	\$231.50	Cara M. Mosier	\$7.50
Nilsa C. Hartwell	\$228.50	Karen Cole	\$258.50
LaWanda Karaca	\$217.50		



Channel your inner princess with the new Limited-Edition Fairytale & Fantasy Collection.

Shooting for the Courts!

Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

Consultant	YTD Retail	Bonus & PCP	Total
1 Karen J. Burshnick	\$2,043.00	\$80.00	\$2,123.00
2 A. Snellenberger	\$1,591.50	\$20.00	\$1,611.50
3 Nilsa C. Hartwell	\$1,486.50	\$20.00	\$1,506.50
4 Sharon L Mikolaichik	\$1,478.00	\$0.00	\$1,478.00
5 Sharon G. Kehn	\$1,394.00	\$0.00	\$1,394.00
6 Trina M. Morales	\$1,352.50	\$0.00	\$1,352.50
7 Amy T. Smith	\$1,275.50	\$20.00	\$1,295.50
8 Jayne B. Lewis	\$1,170.00	\$20.00	\$1,190.00
9 Crystal A. Schaefer	\$1,145.00	\$20.00	\$1,165.00
10 Bea Stebing	\$1,076.00	\$60.00	\$1,136.00

Tops in Team Building

Recruiter	New Team Mbrs	YTD Comm
1 Karen Cole	1	\$54.58





Queen's Court of Sales!
\$36,000 retail
July 1, 2013 — June 30, 2014



Queen's Court of Sharing!
24 New Team Members
July 1, 2013 — June 30, 2014



Be **COLOR** Confident!

Get ready for exciting color education, just a click away!!

MaryKayIntouch > Product Central

Color Confident offers you free online education that incorporates fun with interactive modules and how-to videos. Learn how to find the perfect foundation shade. Uncover great eye color combinations. Learn tricks to get the most from your makeup brushes and so much more!

And you can learn wherever and whenever because the site works with **COLOR CONFIDENT MODULES**: every mobile device! Use your tablet, laptop or smartphone to watch videos and take quizzes on your own time.



You can market yourself as a color professional when you earn your Advanced Color Consultant designation. Just visit the site, watch the videos and pass the four quizzes.

Include this designation on your Mary Kay® business cards, your Mary Kay® Personal Web Site and your Facebook Fan page. Your customers will love knowing you're their personal color expert!

COLOR CONFIDENT MODULES:



HALLOWEEN IDEAS:



IS THAT SAME
OLD LOOK....
DRIVING YOU
BATTY?

I WOULD LIKE TO TREAT YOU TO A "NEW" LOOK WITH MARY KAY. . . . THE #1 CHOICE FOR THE WOMAN OF THE MILLENNIUM! WE ARE THE BEST SELLING BRAND IN THE COUNTRY. . .

WE WILL HAVE
YOU SMILING IN
NO TIME!!!



GOOD FOR \$10.00 IN FREE PRODUCT \$20.00 WHEN YOU INVITE 2 GHOUL-FRIENDS OVER!!



Hello Neighbor!

I thought this would be a fun way to introduce myself. I am a Beauty Consultant with Mary Kay Cosmetics.

If you will call me within 48 hours, I will have a FREE Mary Kay product gift for you!

All I ask is that we set up a 10 minute appointment so that we can meet. I can explain my services to you, and I can present you with your free gift.

Of course, this offer is only valid if you do not currently have a Mary Kay Beauty Consultant servicing you. I really look forward to meeting you!

Remember to call me within 48 hours!

Your Consultant: _____
Phone Number: _____



Aim for the Stars!

On-Target \$tar Consultants!

June 16 ~ September 15, 2013



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
KAREN BURSHNICK	\$1,956.00	STAR	\$444.00	\$1,044.00	\$1,644.00	\$2,844.00
CRYSTAL SCHAEFER	\$1,155.25	\$644.75	\$1,244.75	\$1,844.75	\$2,444.75	\$3,644.75
SHARON KEHN	\$1,153.50	\$646.50	\$1,246.50	\$1,846.50	\$2,446.50	\$3,646.50
AMY SMITH	\$1,105.25	\$694.75	\$1,294.75	\$1,894.75	\$2,494.75	\$3,694.75
JOYCE STONE	\$1,009.25	\$790.75	\$1,390.75	\$1,990.75	\$2,590.75	\$3,790.75
AUDREY SNELLENBERGER	\$992.75	\$807.25	\$1,407.25	\$2,007.25	\$2,607.25	\$3,807.25
BEA STEBING	\$958.00	\$842.00	\$1,442.00	\$2,042.00	\$2,642.00	\$3,842.00
JANET MIDDENDORF	\$904.00	\$896.00	\$1,496.00	\$2,096.00	\$2,696.00	\$3,896.00
KAREN COLE	\$865.50	\$934.50	\$1,534.50	\$2,134.50	\$2,734.50	\$3,934.50
PAIGE FLEMING	\$861.50	\$938.50	\$1,538.50	\$2,138.50	\$2,738.50	\$3,938.50
NILSA HARTWELL	\$743.25	\$1,056.75	\$1,656.75	\$2,256.75	\$2,856.75	\$4,056.75
KATHERINE KENNEDY	\$676.25	\$1,123.75	\$1,723.75	\$2,323.75	\$2,923.75	\$4,123.75
TRINA MORALES	\$663.75	\$1,136.25	\$1,736.25	\$2,336.25	\$2,936.25	\$4,136.25
SHARON MIKOLAICHIK	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
JAYNE LEWIS	\$558.50	\$1,241.50	\$1,841.50	\$2,441.50	\$3,041.50	\$4,241.50
HELEN HOLDEN	\$537.50	\$1,262.50	\$1,862.50	\$2,462.50	\$3,062.50	\$4,262.50
ELIZABETH FUNK	\$531.25	\$1,268.75	\$1,868.75	\$2,468.75	\$3,068.75	\$4,268.75
DEBRA RICHMOND	\$504.00	\$1,296.00	\$1,896.00	\$2,496.00	\$3,096.00	\$4,296.00
BETH CLARK	\$494.50	\$1,305.50	\$1,905.50	\$2,505.50	\$3,105.50	\$4,305.50
PATTI SELBY	\$472.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,128.00	\$4,328.00
LISA FOURNIE	\$434.75	\$1,365.25	\$1,965.25	\$2,565.25	\$3,165.25	\$4,365.25
JOANNE WELLS	\$428.25	\$1,371.75	\$1,971.75	\$2,571.75	\$3,171.75	\$4,371.75

marykayatplay

which look is YOU?
let's get together and play with color!

PaRTY TiME

Get all you need to know about *Mary Kay At Play™*.

We all play our own way. Your customers can turn up the volume with the **NEW** colors.



POWER SYNC SEPTEMBER

To empower all women toward intentional success that Honors the Dream Within. September 2013

Target- 40 New consultants

Each consultant who adds a team member will get a **unique gift** plus an invitation to attend the "NEW PARTY". What is the **NEW PARTY**? It's the **NEW PARTY** for the **NEW CONSULTANTS** and **THOSE** who invited them to be **NEW** in MK!

Target 20 MOVING UP

- ◆ Each time you move up 1 position on the career path your name goes into a Balloon Blast. On Sept. 1 we will pop 20 balloons and see what comes out!
- ◆ Prizes vary. Cash, gift cards, supplies, product, events! Whoohoo!



Target- 200 Faces experiencing the Ultimate Miracle facial.

1. Your Name will go into a Drawing for \$200 Cash for EVERY facial you give in August. 30 faces? 30 chances. We will draw 10 times for \$20 each! FUN FUN FUN
2. We will have weekly count ups on face book, unit meetings and the Excellence calls. This is your invitation 4 a FRESH PERFECT START OR POWER START!
3. Think about all the income you will receive by growing your skin care customer base this month! WOW Grow THIS MONTH and this Holiday Season you will be SO glad you did.



Come to New Orleans for Leadership. January 15-18. Say Yes to Directorship!



Future Cole Area - POWER SYNC

AMAZING UNIT/Position GROWTH IS YOURS



new in _____ # moving up _____ # of faces mth _____

Unit Goal for # of new in for this month _____ use your focus book to track individual names and number. ~~le. 1~~

1 2 3 4 5 6 7 8 9 10
11 12 13 14 15 16 17 18 19 20
 21 22 23 24 25 26 27 28 29 30

Lead out Loud



Unit Goal for # of move up positions this month _____

1 2 3 4 5 6 7 8 9 10
11 12 13 14 15 16 17 18 19 20
 21 22 23 24 25 26 27 28 29 30

How many can I get on the Excellence Calls this week?

Summit Nov 2013

Use many forms of recognition each week to advertise progress on unit progress toward goal

Unit faces wk1

5 10 15
 20 25 30
 35 40 45
 50 55 60
 65 70 75

Unit faces wk2

5 10 15
 20 25 30
 35 40 45
 50 55
 60 65 70

Unit faces wk3

5 10 15
 20 25 30
 35 40 45
 50 55
 60 65 70

Unit faces wk4

5 10 15
 20 25 30
 35 40 45
 50 55
 60 65 70



STEPPING UP

Moving Up in September



I'm
A NEW Sales
Director

Leadership
registration

BECOME A FUTURE DIRECTOR
8 ACTIVE TEAM MEMBERS=
2 DSW CARDS

Minimum 2
qualified

STEP INTO DIQ
10 Active= 3 DSW

\$800 Wholesale
Enjoy having these cute
thank
you
cards to send
your clients

Move up to RED JACKET OR
TEAM LEADER

Earn 1 DSW Card- Minimum
of 2 new active consultants.

\$400
wholesale
Great gift.

The World is Yours!

\$600 wholesale Star consistency
BE a Star AND STAR your STAR.
Recognition on Sept 21
ALL star consultants on Sept
15 earn company gift!



SET #1 The Ultimate Miracle (credit for 3 sets)
For radiant, flawless skin, These are the skin care products you can't live without. From age-fighting skin care to microdermabrasion to super-hydrating moisturizers, get the Mary Kay® products just right for your skin type. \$192 \$217 if separate.



Set #2 THE BASIC
Clear, Smooth, Radiant Skin. The TimeWise basic set delivers anti-aging benefits you can see and feel. \$62



Set #3 Counts at 2 sets
The Latest Looks Made Easy with Color 101! Now you can wear the hottest new looks. Color 101 makes it easy. It takes the guesswork out by bringing all the right shades together! \$123.



Set #4
Maximize your benefits softer, younger-looking skin with Day/Night Solutions 155% increase in skin softness 91% improvement in skin smoothness. 48% reduction in the appearance of fine lines and wrinkles. \$64



Set #5 MKMen™ HEAVY LIFTING 5-Pack
NEW Men's Antiaging Shave Cream, face bar, after shave, hydrator, and advanced eye cream. Smooth, soothe, and protect. \$86



PLAY LIST SET
Eye Trio
Lip Crayon
Jelly Lip Gloss
Eye Crayon
Mascara
\$55
by Mary Kay @ Play

The Ultimate Specials

SELECT 2 SETS= 3rd Set HALF OFF
SELECT 3 SETS = Travel Bag FREE
SELECT 4 SETS = 5th Set FREE
SELECT 5 SETS= 6th Set at Half OFF
PLUS The Travel Bag FREE

*****The Ultimate DEAL*****

SELECT 6 sets, and get the 7th Set free and the Roll Up Organizer Free! That's up to \$100 in FREE Mary Kay



Set #7 (3 Sets) TimeWise Repair The look of deep lines and wrinkles is reduced. Lifted facial contours. Youthful volume is re-captured. Even skin tone \$235 for \$199



Set #8 CLEAR Proof™ Acne System Set you get an effective regimen clinically shown to provide clearer skin in just 7 days.* \$45 \$65 with foundation.



Set #9 MK Signature™ Brush Set Brush with greatness! It's easy with these five fabulous brushes. Apply makeup like a pro. Black folding case is great for travel. \$55



Set #10 Microdermabrasion Allow this incredible product to reveal the new -baby-soft. Baby smooth skin you really do have! \$50



Set #11 Satin Set Treat yourself to luscious lips and super-soft hands with the smoothness of the Fragrance satin set. \$52



“Fresh, Flawless,
Fabulous skin begins
with the best skin-
care, Mary



I would like to treat myself to:

Set # _____	Set # _____
Set # _____	Set # _____
Set # _____	Set # _____
Set # _____	Set# _____
Set # _____	Set# _____



“yes I want the
heavy lifting
set, just bring it
to me in a
“manbag””



We accept Visa, MasterCard, Discover, American Express, Checks, Cash, and Creative Financing.

At my color appointment I would like to learn a
 Natural Look _____ Career Look _____ An Evening Out Look _____

Who do you know that deserves a Gift of Friendship?

Just list up to 10 Friends and I will present them with a free gift FROM YOU when they get together with me for a pampering session. Tonight only, you will receive \$1 in FREE product toward any set for each name and phone number.

Name	Number	Why you selected her (friend, helps, etc)
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____



Ultimate Makeup Organizer!
The PRO SET

Like a “mini makeup counter” Choose your own color and foundations selections. Create your total look from start to finish. As shown \$178 (3 sets)

Set #2

Clear, Smooth, Radiant Skin. The TimeWise basic set delivers anti-aging benefits you can see and feel. \$62



Set #3 Makeup Artists Looks Made Easy - Now you can wear the hottest new look custom designed by makeup artists. Color 101 makes it easy. It takes the guesswork out by bringing all the right shades together. **\$123 (2 sets)**



Set #4 PLAY LIST SET

Eye Trio
Lip Crayon
Jelly Lip Gloss
Eye Crayon
Mascara
\$55



Set #5

The Eyes Have it Set- Firming Eye Cream will firm your eye area and reduce the fine lines. Oil-Free Eye Makeup Remover will help you “save your lashes” and Indulge Soothing Eye Gel will relieve your eyes of puffiness! WOW! **\$63**



color me beautiful

The Ultimate Specials

Select 2 sets= 3rd Set half off!
Select 3 sets = Travel Bag FREE
Select 4 sets = 5th Set FREE
Select 5 sets= 6th Set at Half Price PLUS The Travel Bag FREE
*****The Ultimate DEAL*****
Select 6 sets, and get the 7th Set free and the Roll Up Organizer Free!
That's up to \$100 in FREE Mary Kay

Set #6

Simply Perfect Set
Mineral foundation with it's special brush combined with a highlighting pen will create a perfect complexion every time. **\$46**



Set #7

The “Perfect Pout” Lip Set. Everything you need to have the perfect pout. Diminish fine lines and stop lipstick feathering with the lip primer. Enjoy the perfect combination of lip liner and lipstick. Top your perfect pout with a beautiful lip gloss to match. **\$64**



Set #8

MK Signature™ Brush Set
Makeup artist quality Brushes make applying color cosmetics flawless. It's so easy with these five fabulous brushes. Black folding case is great for travel. **\$55**



Set #9

“It's The Finishing Touches Set! Highlighting and Bronzing shades in one compact. Add a bronzed lip-gloss for a final Create a healthy glow with the Finishing touches Set **\$61**



Name _____ My consultant is _____ date _____



Travel Roll-Up Bag. The black vinyl bag features four clear compartments that attach with Velcro. ***Yours FREE with the purchase of 3 sets.*****



I would love these sets

Set # _____

Set # _____

Set # _____

Set # _____

Set# _____



The Ultimate Specials

Select 2 sets= **3rd Set** half off!

Select 3 sets = **Travel Bag** FREE

Select 4 sets = **5th Set** FREE

Select 5 sets= 6th Set at Half Price PLUS
The Travel Bag **FREE**

*****The Ultimate DEAL*****

Select 6 sets, and get the **7th Set** free and
the **Roll Up Organizer** Free!
That's **up to \$100 in FREE** Mary Kay

We accept Visa, MasterCard, Discover, American Express, Checks,

Who do you know that deserves a Gift of Friendship?

Just list up to 10 Friends and I will present them with a free gift FROM YOU when they get together with me for a pampering session. Tonight only, you will receive \$1 in FREE product toward any set for each name and phone number.

Name	Number	why you selected her (friend, family , etc)
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____



trending: @ Mary Kay

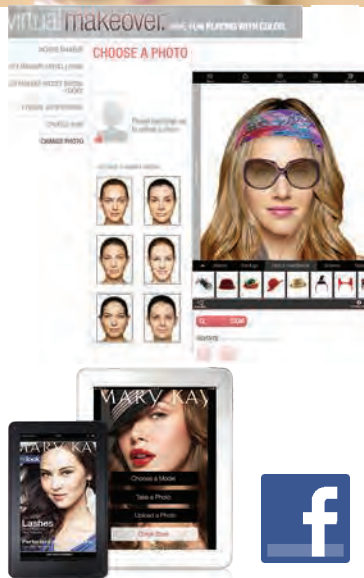


Rock 'n' Red

follow
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for HOT product
images, fun
"behind the
scenes" shots and more!



Have your customers tried a *Mary Kay*® Virtual Makeover App? Now they can personalize their looks with stylish glasses, cute hats and more. Also new – cool mirror feature to try a NEW eye look. They can share their NEW looks with friends on Facebook. Available on your smartphone, iPad or Kindle Fire.

Pink Link®

Do you like viewing the quarterly *Pink Link*® DVD with great videos at your unit meetings? Beginning now, everyone has access to the videos on *Mary Kay InTouch*® > Education > *Pink Link*®. In addition to shipping the DVD in the quarterly Unit Support Package (USP), it will post online free! (Beginning February 2014, the DVD phases out of the USP and goes digital and online only.)



WATCH THE 8/16
PINK LINK® NOW!



Mobile InTouch™

It's back to school time, and now you can learn all about the latest products and ways to improve your business all through your mobile phone! Just visit m.marykayintouch.com.



one woman
can™ 50 YEARS

We're busy on Pinterest celebrating Mary Kay's 50th Anniversary and pinning the hottest trends, makeup tips and more! Follow us and join the fun:

[pinterest.com/marykayus!](http://pinterest.com/marykayus)





Trick or Treat

By Ann Vertel, Success Coach, www.UnitCoach.com

I remember the first time I was allowed to go out trick-or-treating on Halloween night with just my friends. (Of course I'm sure my Dad was following along at a safe distance but he'll neither confirm nor deny that accusation!) Our mission was a singular one - get as much candy as possible in the shortest amount of time. In other words, I wanted my big plastic orange pumpkin overflowing with goodies.

We literally ran from house to house as we scoured our neighborhood intent upon our goal. On occasion, we approached a house, rang the bell, and nothing happened. The lights were on but no one answered the door.

Put in that situation, what do most kids do? They move on to the next house. "Come on, let's go" and they're headed down the block.

They don't stop for a second to wonder why the owners didn't answer the door. They don't take it personally. They don't think that they're wearing the wrong costume. They don't walk around the house peering in the window trying to see why the owners didn't answer the doorbell. They don't sit down on the front step and pout. And can you even imagine that they would just quit and go home? No way.

You see, kids are neat people to observe with regard to how they handle rejection. It just never occurs to them that the rejection is about them! And why? Because it's not. Kids have a unique ability to observe the world just the way it is.

As we grow up, our self-esteem takes a few hits and we start to think that everything that happens to us is about us. It's not.

When you hear no, no thanks, I'm not interested, it's not for me, I don't like selling, please don't ever, ever, ever, ever, ever call me again for any reason whatsoever....it is about them, not you and not the opportunity you have to offer.

Run to the next house, and the next one, and the next one. That's where the candy is.

Remember, your goal is a full plastic pumpkin, and you don't care which houses or how many houses it takes to make that happen.



October 2013



Sun Mon Tue Wed Thu Fri Sat

Now you can offer your customers free shipping on a \$25, \$50 or \$75 order from your Mary Kay® Personal Web Site!

1 Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

2

3

4

5

6

7 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001

8 Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

9

10

11

12

13

14 Columbus Day Observed Postal Holiday
Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001

15 Last day to enroll for Holiday 2013 PCP mailing of *The Look*.
Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

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19

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21 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001

22 Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

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28 Monday night unit meeting 1007 Beards Hill Rd., Aberdeen, MD 21001

29 Unit meeting
Comfort Inn
8801 Loch Raven Blvd
Towson, MD 21286

30 Midnight CST cutoff for Consultants to place phone orders.

31 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.

Anniversaries	Years
Sharon G. Kehn	33
Joanne C. Wells	33
Bea Stebing	29
Janet T. Middendorf	23
Susan J. Smart	22
Wanda J. Gildig	22
Sandy Desimone	11
Karina Santiago	5
Providencia Santos	4
Kristi M. Ninos	4
Inez Gregory	2
Bria M. Simmons	2
Zoe E. Taylor	1
Carolyn W. Maina	1
Anne M. Long	1
Amy T. Smith	1
Tiffany M. Asencio	1
Deanna L. Saddem	1

Birthdays	Day
Kelly Dean	3
Nancy K. Meyer	3
Jacque Peticolas	8
Crystal A. Schaefer	14
Bea Stebing	15
Idalia DeJesus	17
Selena W. Etheridge	18
Lynn Ansley	20
Amanda K. Brinkley	20
Penny Clark	20
Debbie McBroom	22
Beth E. Clark	25
Cindy A. Miller	25
Cathy Bristow	30
Theresa M. Crouse	30





Cole's Comets

Karen Cole

Sr. Sales Director
2027 Knotty Pine Dr
Abingdon, MD 21009



Phone: 410-459-3766

Email: kcolemkay@comcast.net

Website: <http://www.colescomets.com/>

To the Outstanding...

Highlights this Month:

August Results, September, 2013

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2013)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ September Order Incentive (September 1-30, 2013)



Celebrate 50 years with the commemorative

One Woman Can™ globe!

September 1-30, 2013

This exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year can be yours when you place a single \$400 or more Section 1 wholesale order during the month of September 2013!*



For 50 years, Mary Kay Independent Beauty Consultants around the globe have been *enriching women's lives®* in countless ways. This globe honors the difference *one woman can™* make and celebrates Mary Kay's phenomenal success and heritage. The globe features a crystal front closure and measures 2½" in diameter. When you qualify, the globe will be shipped with your order. Please note that the globe only is **available while supplies last**. Be sure to get yours now so you don't miss out!

Remember, Sept. 13, 2013, marks the day that launched an empire that has enriched women's lives for 50 years! You can make it even more meaningful by earning this beautiful box.

**Limit one globe per Independent Beauty Consultant while supplies last*

Words of Wisdom

You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on, and never look back. May all of your dreams come true! You can, indeed, have it all!

~Mary Kay Ash

